

Message Text

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ORIGIN NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 EUR-12 CIAE-00 INR-07

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DRAFTED BY NEA/AFN:WSWEISLOGEL

APPROVED BY NEA/AFN:MWWILEY

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FM SECSTATE WASHDC

TO AMEMBASSY ALGIERS

C O N F I D E N T I A L STATE 050953

E.O. 11652: GDS

TAGS: BGEN, AG

SUBJECT: AUTOMOTIVE PROJECT

REF: ALGIERS 0582

1. GM WASHINGTON REP TOLD DEPTOFF THAT GM QUOTE HAS NOT BLOWN LIGHT OUT ON END QUOTE SUBJECT PROJECT. CONFIRMING INFO IN PARA ONE REFTEL, HE SAID COMPANY SENDING DAVE ROWLAND, JIM MCARDLE AND HAROLD DENT TO ALGIERS NEXT WEEK FOR FURTHER TALKS WITH GOA. PROBLEM IS THAT EXTREMELY DETAILED PRELIMINARY STUDY DEMANDED BY GOA WOULD COST SEVERAL MILLION DOLLARS AND INVOLVE HUGE EXPENDITURE MANHOURS WITH NO GUARANTEE GM WOULD GET CONTRACT. THIS AT FIRST CAUSED GM TO BACK OFF BUT NOW GM BELIEVES SOME ARRANGEMENT WITH GOA CAN BE WORKED OUT.

2. GIFFELS PROVIDED DEPTOFF MORE BACKGROUND ON THEIR ASSOCIATION WITH PROJECT. PARSONS CO. WAS INTERMEDIARY FOR FIRST CONTACT BETWEEN GIFFELS AND SONATRACH REP GUELLAL IN MID-DECEMBER, 1974, WHEN GUELLAL PRESENTED LIST OF BIDDERS ON PROJECT INCLUDING GM, TWO JAPANESE FIRMS, AND VOLVO PLUS FOUR FIRMS MENTIONED REFTEL. DURING FURTHER DISCUSSIONS BETWEEN GIFFELS AND GOA IN ALGIERS
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IN JANUARY, LIST OF BIDDERS HAD BEEN REDUCED TO FOUR (NOT

INCLUDING GM) AND CONTRACT NEGOTIATED ON BASIS THAT
GIFFELS WOULD BE RESPONSIBLE FOR ANALYZING ONLY FOUR SETS

OF DOCUMENTS. THIS AND FACT THAT DURING ROUTINE VISIT
TO DOC FOR INFO ON ALGERIA, GIFFELS REP HAD SEEN
ORAN'S A-33 OF NOVEMBER 27, (BUT DID NOT SEE THE
CORRECTION SUBMITTED BY ALGIERS A-6 OF FEBRUARY 4)
INDICATING RENAULT WOULD GET CONTRACT CONVINCED HIM GM
WAS OUT OF RUNNING. DURING NEGOTIATIONS GOA WARNED
GIFFELS THAT IT WOULD NOT NECESSARILY ACCEPT THEIR
RECOMMENDATION ON AWARDING CONTRACT.

3. ALTHOUGH GIFFELS IS NOW AWARE THAT GM IS STILL
INTERESTED IN PROJECT, THEIR CONTRACT CALLS FOR ANALYSIS
OF OTHER FOUR BIDS AND THEY WILL PROCEED ON THAT BASIS. INGERSOLL

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